

Message Text

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FM SECSTATE WASHDC

TO USLO PEKING

AMCONSUL HONG KONG

C O N F I D E N T I A L STATE 021699

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LIMDIS

E.O. 11652: GDS

TAGS: PFOR, CH

SUBJECT: EXCERPTS FROM EA/PRCM WEEKLY STATUS REPORTS

SIGNS OF LIFE IN THE PRCLO COMMERCIAL SECTION

APPARENTLY RESPONDING TO THE WHOPPING IMBALANCE IN PRC
TRADE WITH THE US LAST YEAR, WHICH PRELIMINARY CENSUS
FIGURES SHOW TO HAVE BEEN 10.8 TO 1 IN OUR FAVOR (DOLS
690 MILLION IN US EXPORTS AGAINST DOLS 64 MILLION IN
IMPORTS), THE PRCLO COMMERCIAL SECTION SHOWS SIGNS OF
ABANDONING THE POSE OF MASTERLY INACTIVITY WHICH HAS
HERETOFORE CHARACTERIZED ITS TRADE PROMOTION EFFORT.
THERE ARE FEWER COMPLAINTS ABOUT UNANSWERED COMMERCIAL
MAIL. PRCLO COMMERCIAL OFFICERS HAVE BEGUN CALLING
POTENTIAL IMPORTERS AROUND THE COUNTRY (THE MAIN FOCUS AT
THE MOMENT SEEMS TO BE ON TEXTILES AND HANDTOOLS). WE
ARE GETTING CALLS FROM BEMUSED IMPORTERS WHO HAVE BEEN
INVITED (OUT OF THE BLUE) TO PEKING TO BUY BETWEEN THE
SEMI-ANNUAL CANTON FAIRS (SOMETHING ONLY ESTABLISHED
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TRADERS WERE ABLE TO DO BEFORE). PRCLO OFFICERS ARE

TRAVELING TO NEW YORK MORE FREQUENTLY FOR MEETINGS WITH IMPORTERS SET UP AT THEIR REQUEST. ONE OFFICER IN THE SECTION (TS'UI KAO-PI) HAS BEEN JOINED BY HIS WIFE (LIU HUI-LIN), A CARPET SPECIALIST FROM ONE OF THE PRC STATE-TRADING CORPORATIONS, AND THE FIRST DIRECT REPRESENTATIVE OF SUCH A CORPORATION IN THE US (THE CHINESE

EMBASSY IN OTTAWA IS FULL OF THEM). PRCLO COOPERATION WITH THE NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT) HAS ALSO BECOME CLOSER. THE PRC MINISTRY OF FOREIGN TRADE HAS AGREED TO SUPPLY THE NCUSCT WITH COPIES OF ALL CURRENT AND FUTURE CHINESE EXPORT CATALOGS. THEY APPEAR RECEPTIVE TO NCUSCT SUGGESTIONS OF NEW INVITEES TO THE CANTON FAIR. AND THE PRCLO HAS ENLISTED THE SUPPORT OF THE NCUSCT IN DESIGNING AND SETTING UP AN ATTRACTIVE DISPLAY AREA FOR CHINESE PRODUCTS IN THE LIAISON OFFICE. KISSINGER

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